

Solar Sentry Corp.

Protecting Your Solar Investment

Hardware, Software & Services
for Monitoring
Commercial Solar Electric Systems

\$900,000 - This Round

Gordy Presher, CEO

Commercial Grid-connected Solar Market

Solar Sentry Corp.
Protecting Your Solar Investment

- ❖ Annual Growth over 50%
2004 world market up 62%
- ❖ New Market Forces
 - Sharply rising energy costs
 - 30% federal tax credit
- ❖ Average California site
\$1.3 m and 1,000 solar panels
- ❖ Last year \$5 billion was
spent on commercial grid-
connected solar electric sites



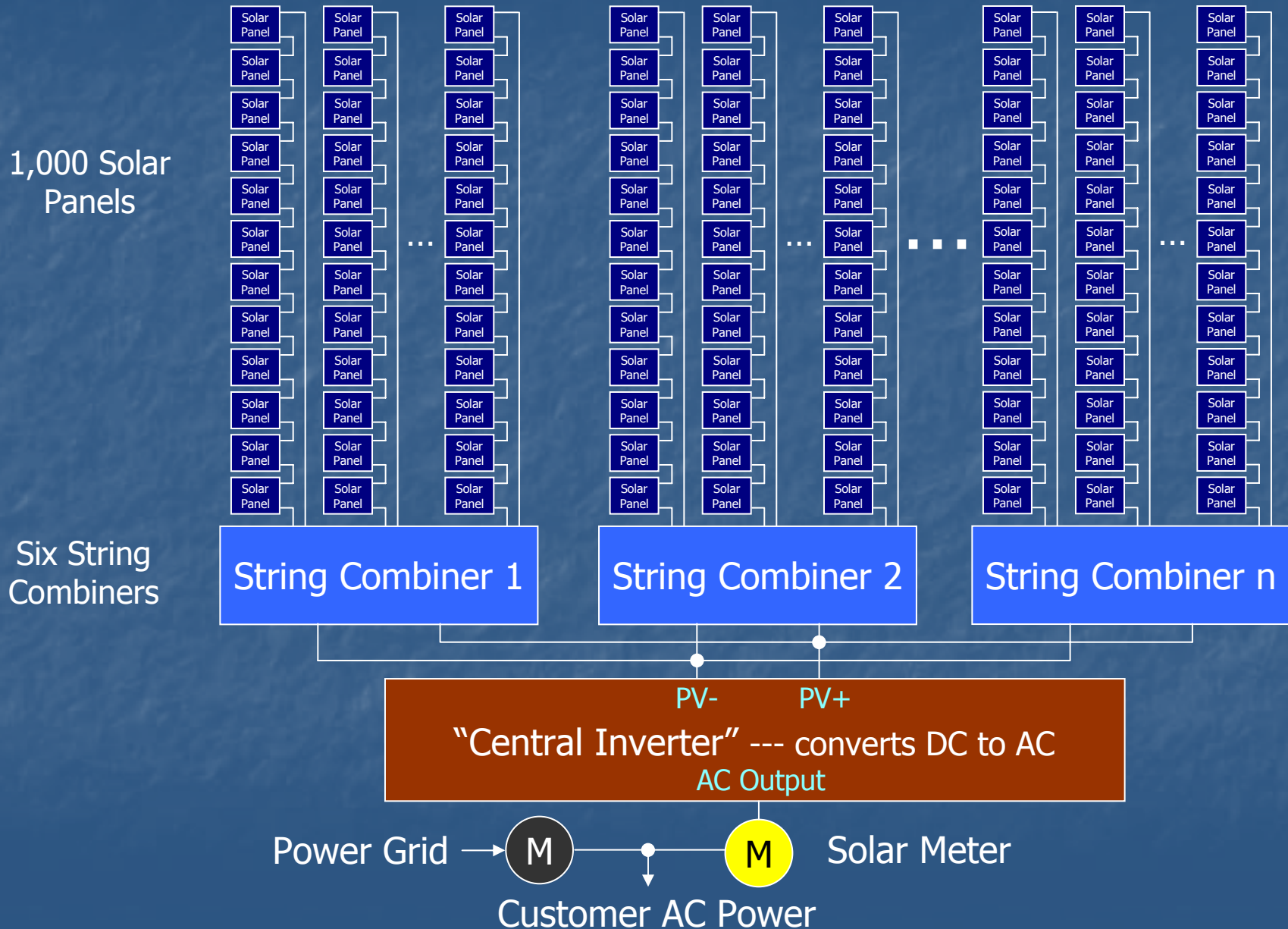
“Half of them are unacceptable”

“... will not live up to the potential that can be expected from a properly designed and installed PV system.”

– Sandia National Labs
solar arm of the DOE

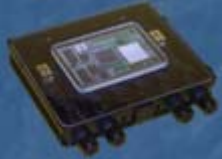
Typical Commercial PV System Wiring

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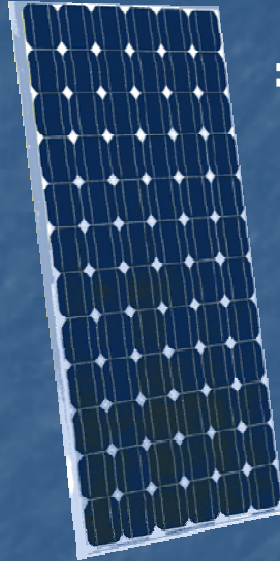


Our Hardware

Panel Sentry +



Any Solar Panel



= Smart Solar Panel

- Solar powered
- Monitors panel voltage & connectivity
- Inexpensive wireless network
IEEE 802.15.4 with auto-install
- Multi-color status LED

Smart String Combiner
(includes String Sentry)



String Combiner/Site Computer

- Solar specific, full-featured, low cost
- Monitors string performance
- Aggregates power & data
- Transmits site data over internet for centralized analysis & reporting

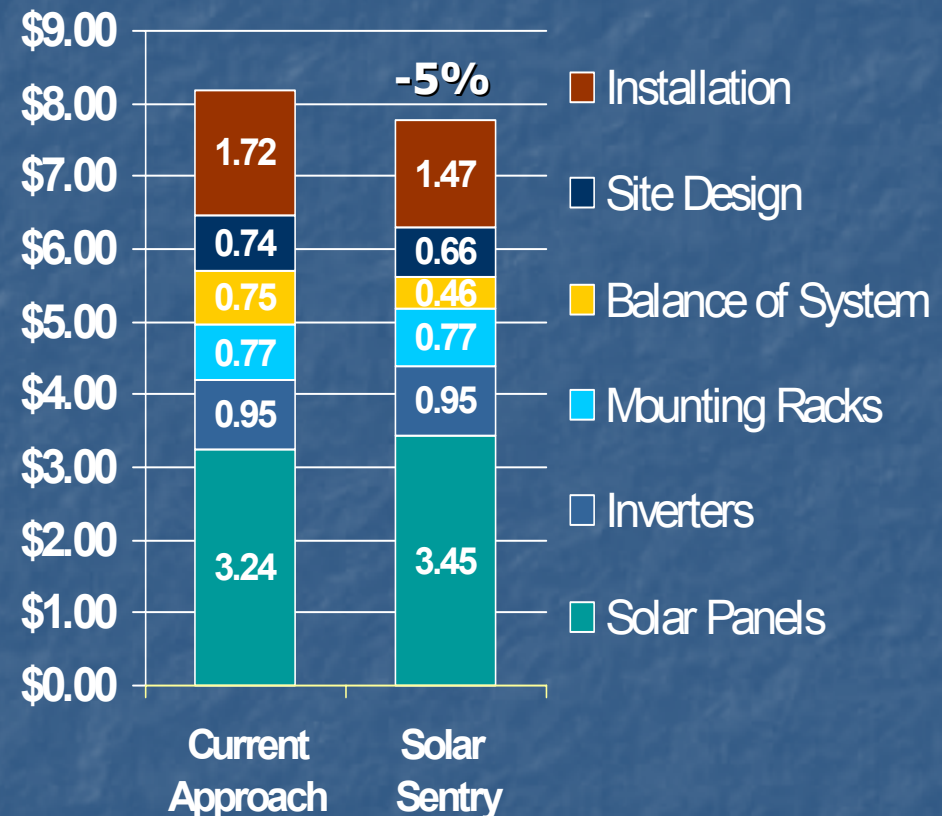
Advantages

- ❖ Simplifies installation
- ❖ Monitors currently uncollectible performance information
- ❖ Pinpoints failures & dispatches appropriate repair
- ❖ Generates meaningful site performance metrics

Benefits

- ❖ Guarantees initial quality
- ❖ Reduces installed cost
- ❖ Maximizes uptime & efficiency
- ❖ Generates more power per dollar

Installed Cost per Watt



❖ System Sales through VARs

- Value Added Resellers
 - Commercial Solar Installers
 - Sales, installation & service
 - Long-term partnerships
- Products
 - Panel Sentry Adapters
 - Smart String Combiners
 - Site Software Licenses
 - Monitoring Services

❖ OEM Panel Sentry Sales

- Solar Panel Manufacturers
- Separate sales channel
 - Direct and/or Mfr's Reps

❖ Solar Quality Report Sales

- Equipment Manufacturers & Users
- Direct, Mfr's Reps & Internet

❖ Site Monitoring Software

*e.g. Fat Spaniel Technologies,
RWE Schott Solar*

- + Established companies providing web-connected solar site monitoring & reporting
- Report only overall output or output per inverter
- Oriented toward visual depiction of site output... not maintenance
- No analysis, event logging or performance guidance
- Can't be serious maintenance tool without more information
- ***Almost no actionable info for installation or maintenance***

❖ String Inverters

e.g. SMA, Xantrex, Fronius & Outback

- "String inverters" vs. "Central inverter"
- + Established companies
- + Narrow failures to 10-20 panels...
- Higher equipment & installation costs
 - Many (heavy) inverters on roof
- No detailed failure reports
 - No panel performance info
 - No wire break detection
- No auto-configuration/ documentation
- No associated service business
- ***Costs more and does less***

Founders

Gordon Presher: CEO

- Proven startup skills
- μ -processor based motion control
- 1994 "Upstate NY Technology Entrepreneur of the Year"

Carlton Warren: Chief Engineer

- Principal Engineer for ABB Mod30
- μ -processor based instruments

Thomas Currie: VP-Sales

- High-level sales & consulting
- Startup business experience

Board of Advisors

...under development, with two key members so far

Harry Shimp

- CEO at BP Solar 1998-2003
- \$55 to 320 million sales growth

Peter Bihuniak, PhD

- CTO at BP Solar 1998-2003
- Materials science & PhotoVoltaics

Financial Projections

<i>(\$ millions)</i>	2006	2007	2008	2009
Solar Sentry Sales	\$ 0.3	\$ 3.2	\$ 12.1	\$ 41.5
Gross Margin	\$ 0.1	\$ 1.7	\$ 7.6	\$ 28.7
<i>As a % of Sales</i>	42%	53%	63%	69%
Net Profit	(\$ 0.6)	(\$ 1.2)	\$ 1.8	\$ 6.3
<i>As a % of Sales</i>	-203%	-36%	14.7%	15.3%

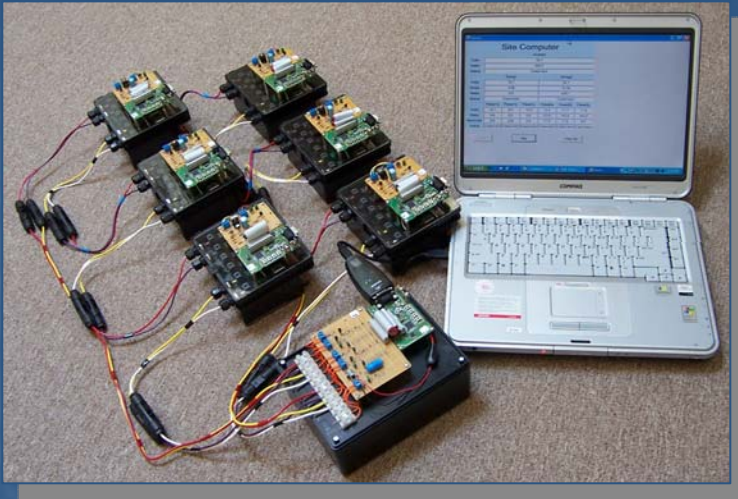
❖ Company Positioning

- Strong market acceptance
- Good IP portfolio, partnerships & information services

❖ Exit Strategy

- Company sale to strategic buyer during 1st sales run-up
- Free cash flow provides options

Status & Use of Funds



Goals

- ❖ Begin U.S. Sales (2006-Q3)
- ❖ Develop VAR relationships
- ❖ Complete two electronic products
Panel Sentry & String Combiner
- ❖ Construct 3kW test site
- ❖ Complete patent applications

Expenditures (\$1,000s)

Business Development, Marketing & Sales	\$ 310
Product Development	\$ 300
Prototype Equipment & Tooling	\$ 95
Patent, Legal & Other Professional Fees	\$ 85
Overhead	\$ 60
Capital Equipment	\$ 20
Travel, Conferences & Expenses	\$ 30
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	\$ 900